

FIG. 1

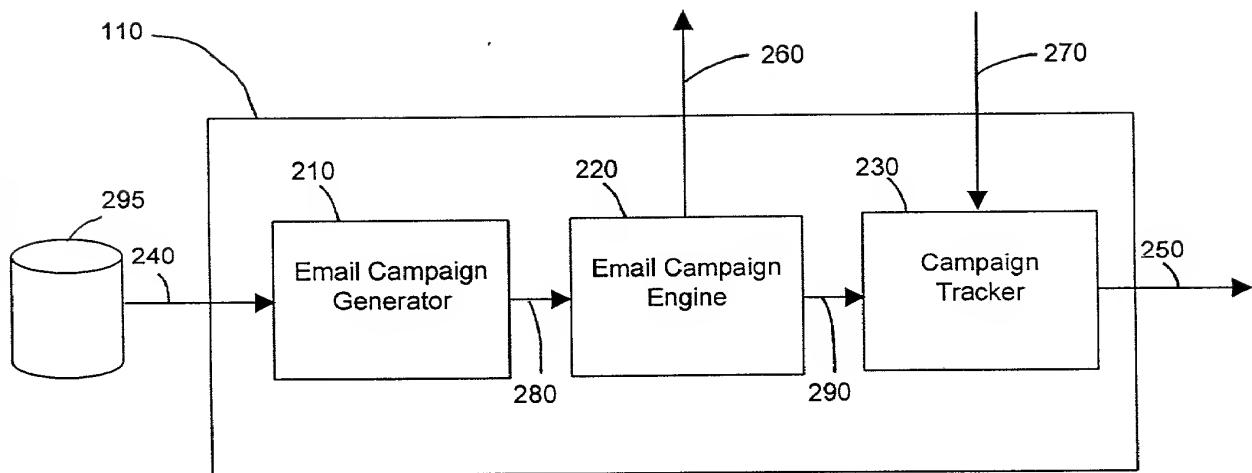


FIG. 2

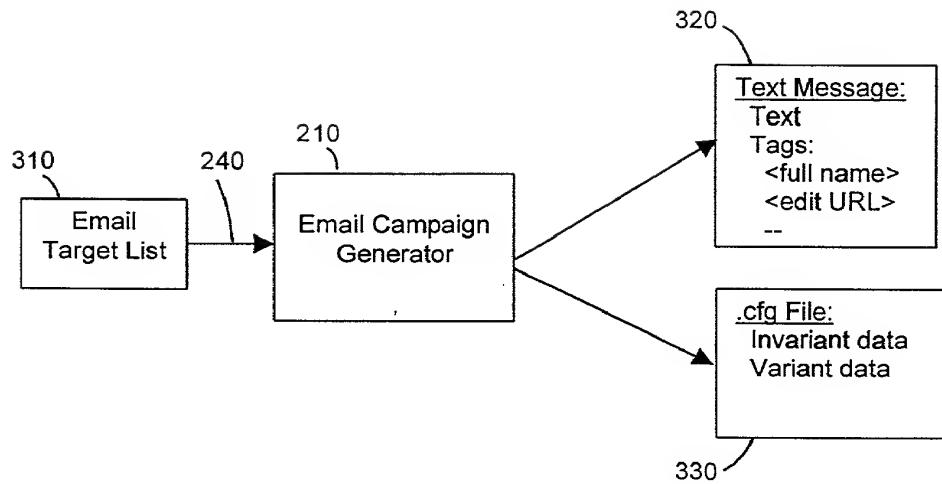


FIG. 3A

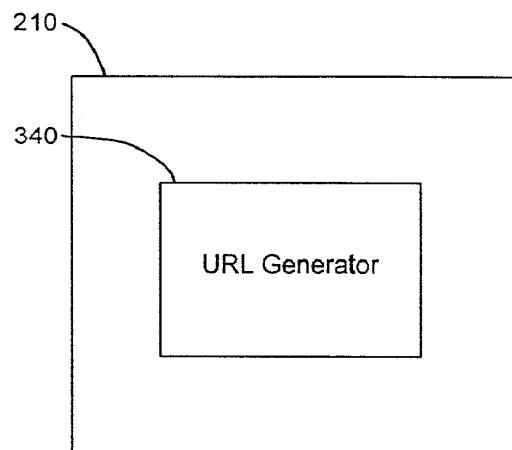


FIG. 3B

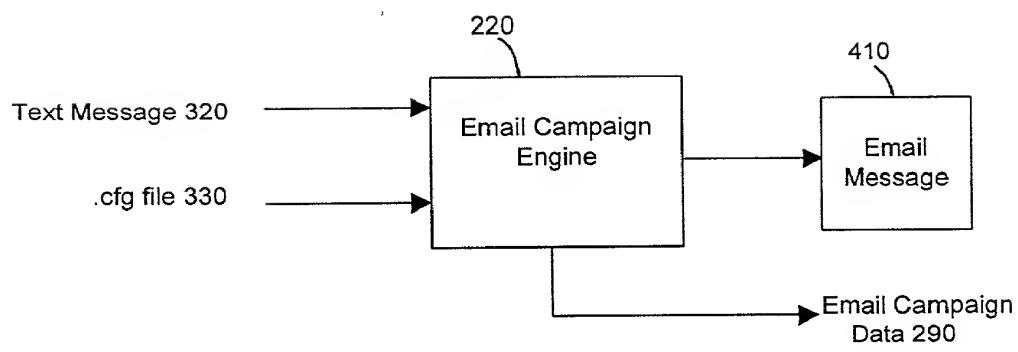


FIG. 4

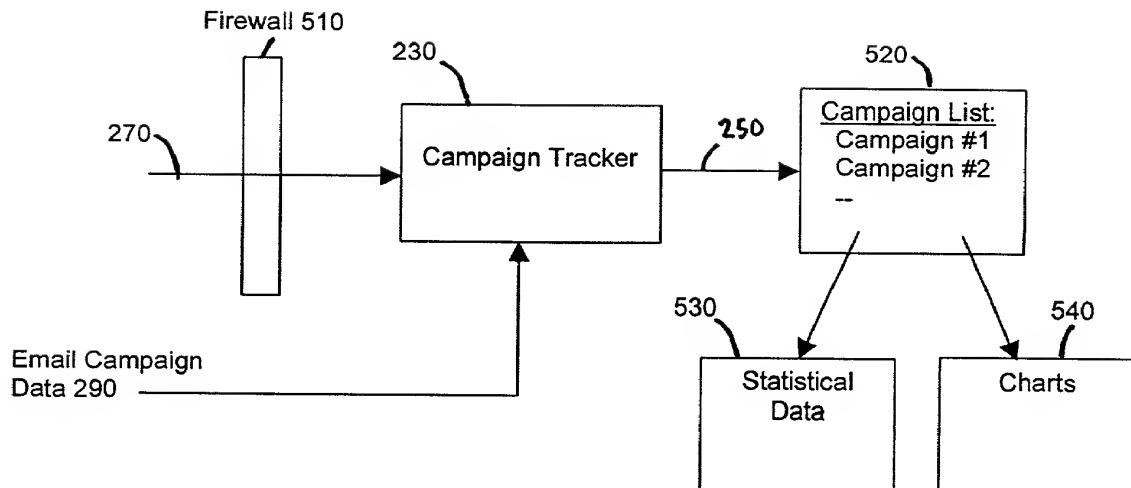


FIG. 5

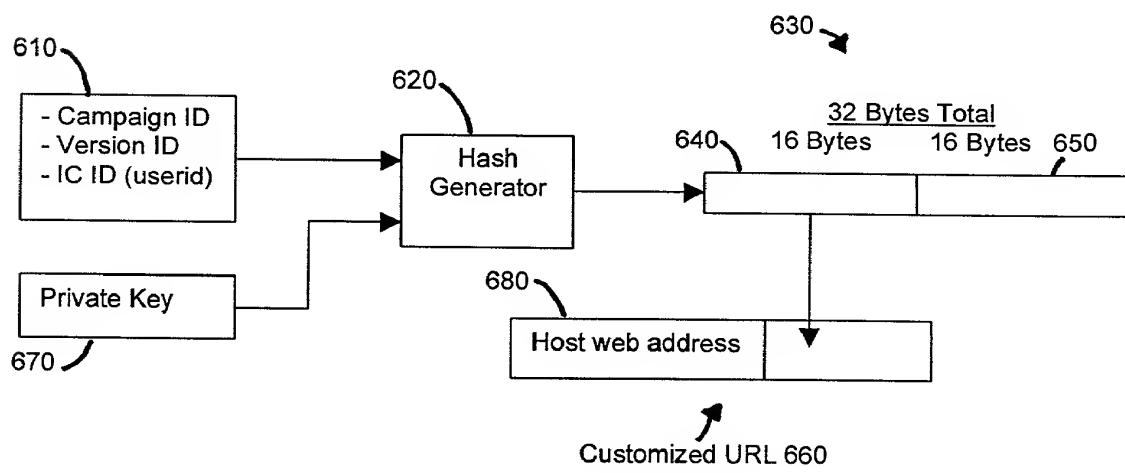


FIG. 6

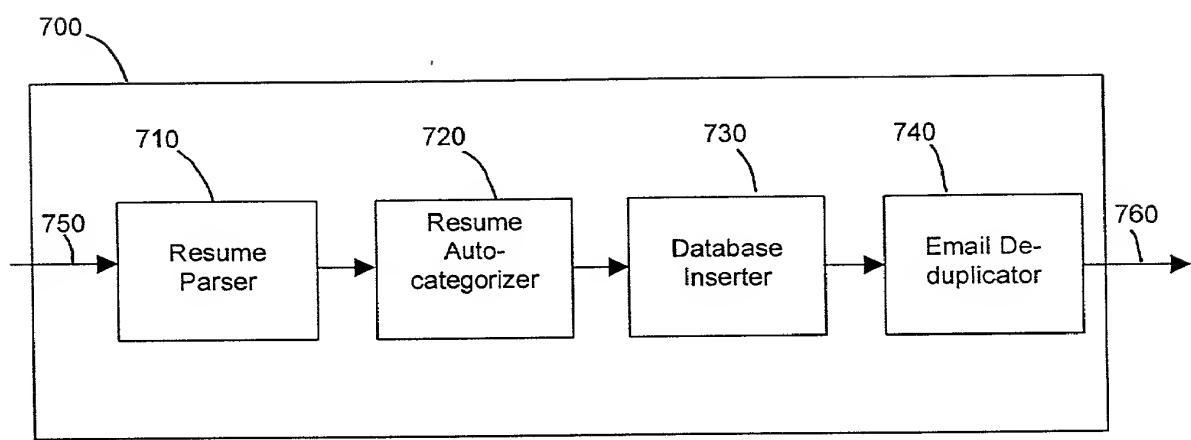


FIG. 7

[Intranet Home](#)
[Email Statistics Home](#)

Campaign	Hits	Subject	Date Generated	Message Text	Demographics
<u>31.1</u>	4.56%	We found your resume (w/name) Pt. 2	2000-03-03 17:05:00	ICSolicitation031.01.txt	Chart
<u>31.11</u>	2.10%	We found your resume (follow-up to 31.1)	2000-03-14 13:46:00	ICSolicitation031.011.txt	Chart
<u>30.1</u>	20.00%	We found your resume (w/name) pt. 1	2000-03-03 16:13:00	ICSolicitation030.01.txt	Chart
<u>29.1</u>	24.00%	We found your resume (w/name)	2000-02-14 16:31:00	ICSolicitation029.01.txt	Chart
<u>29.11</u>	2.56%	We found your resume (w/name: follow-up #1 to 29.1)	2000-02-23 16:02:00	ICSolicitation029.011.txt	Chart
<u>28.1</u>	14.00%	We found your resume	2000-01-28 18:25:00	ICSolicitation028.01.txt	Chart
<u>28.11</u>	16.09%	We found your resume (follow-up #1 to 28.1)	2000-02-04 18:55:00	ICSolicitation028.011.txt	Chart
<u>27.1</u>	17.00%	We found your resume	2000-01-25 19:39:00	ICSolicitation027.01.txt	Chart
<u>27.2</u>	14.00%	We found your resume	2000-01-28 18:22:00	ICSolicitation027.02.txt	Chart
<u>27.11</u>	11.90%	We found your resume (follow-up #1 to 27.1)	2000-02-04 18:54:00	ICSolicitation027.011.txt	Chart
<u>27.21</u>	9.20%	We found your resume (follow-up #1 to 27.2)	2000-02-04 18:55:00	ICSolicitation027.021.txt	Chart
<u>11.1</u>	31.91%	We found your resume	1999-10-19 18:24:00	ICSolicitation011.01.txt	Chart
<u>11.2</u>	17.20%	We found your resume	1999-10-22 16:05:00	ICSolicitation011.02.txt	Chart

FIG. 8A

[Intranet Home](#)
[Email Statistics Home](#)

Email Campaign Summary ⁸¹⁰

We found your resume (w/name) Pt. 2

Email(s) Sent in this Campaign: 900

Email(s) that Bounced: 0 (0%)
Successful Visits: 41 (4.56%)
Delete Requests: 0 (0.00%)

[Further Details...](#)

Category Breakdown

IT - OTHER	13 (31.71%)
OTHER	10 (24.39%)
ADMINISTRATIVE	5 (12.20%)
ARCHITECT /ENGINEERING	3 (7.32%)
EXECUTIVE /MANAGEMENT	3 (7.32%)
MARKETING /ADVERTISING /PR	2 (4.88%)
FINANCE /ACCOUNTING	2 (4.88%)
SALES /BUSINESS DEVELOPMENT	1 (2.44%)
LEGAL /LAW	1 (2.44%)
CUSTOMER SERVICE /CALL CENTER	1 (2.44%)

State Breakdown

CA	—	(45.12%)
TX	—	(23.45%)
DC	-	(12.01%)
WA	-	(7.93%)
OR	•	(2.32%)
NY	•	(2.12%)
NJ	•	(2.07%)
MA	•	(1.97%)

FIG. 8B

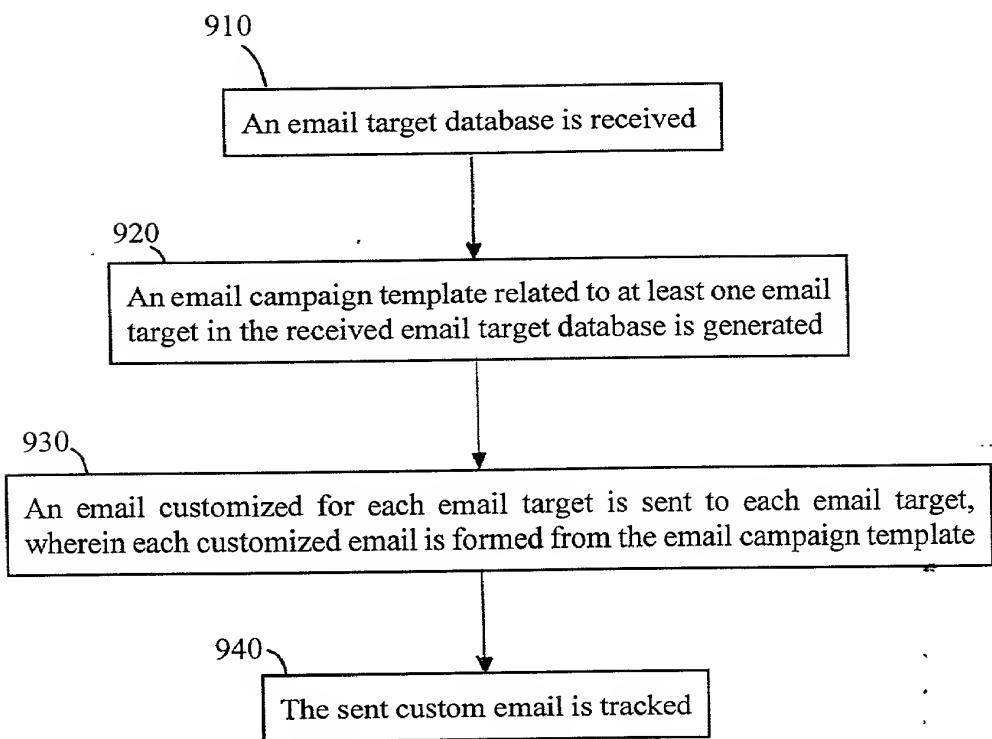


FIG. 9

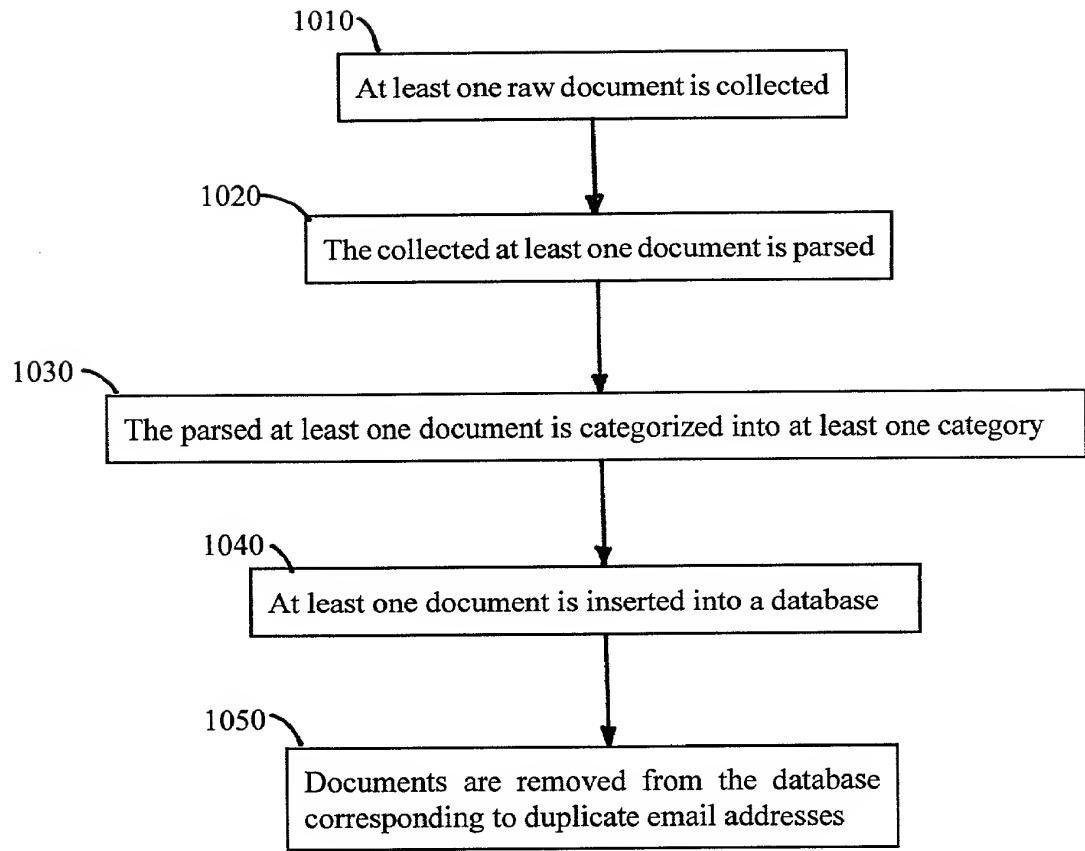


FIG. 10

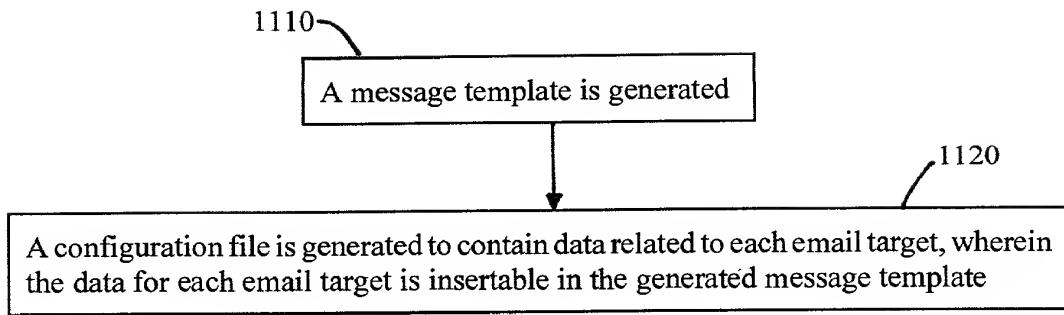


FIG. 11A

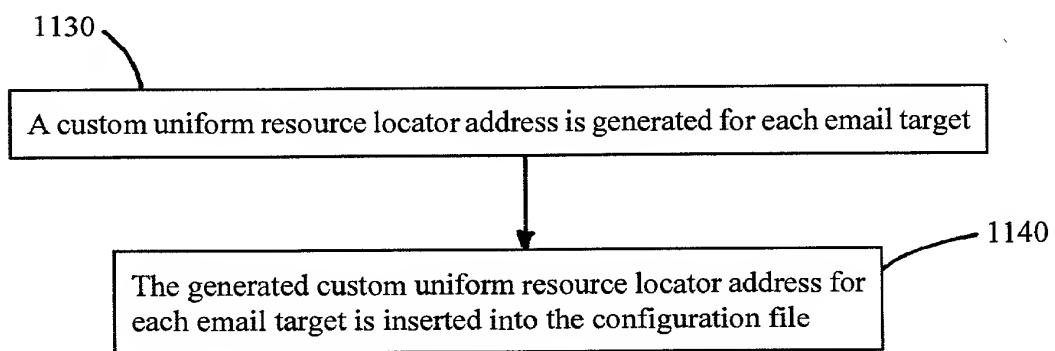


FIG. 11B

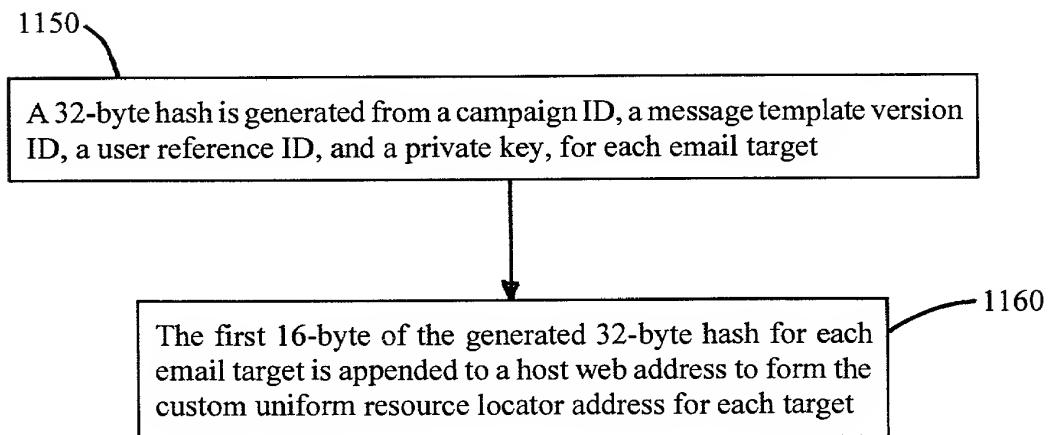


FIG. 11C

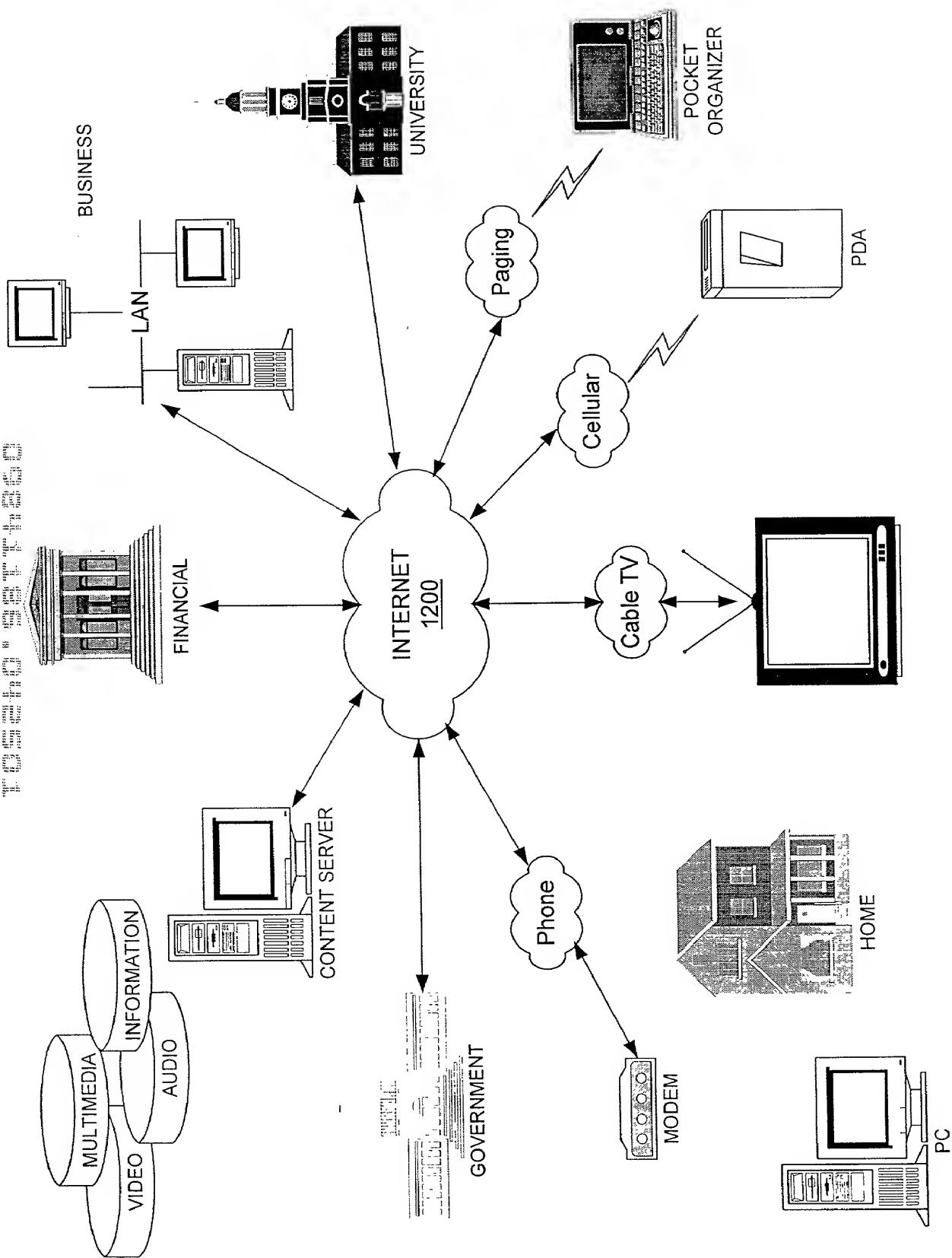
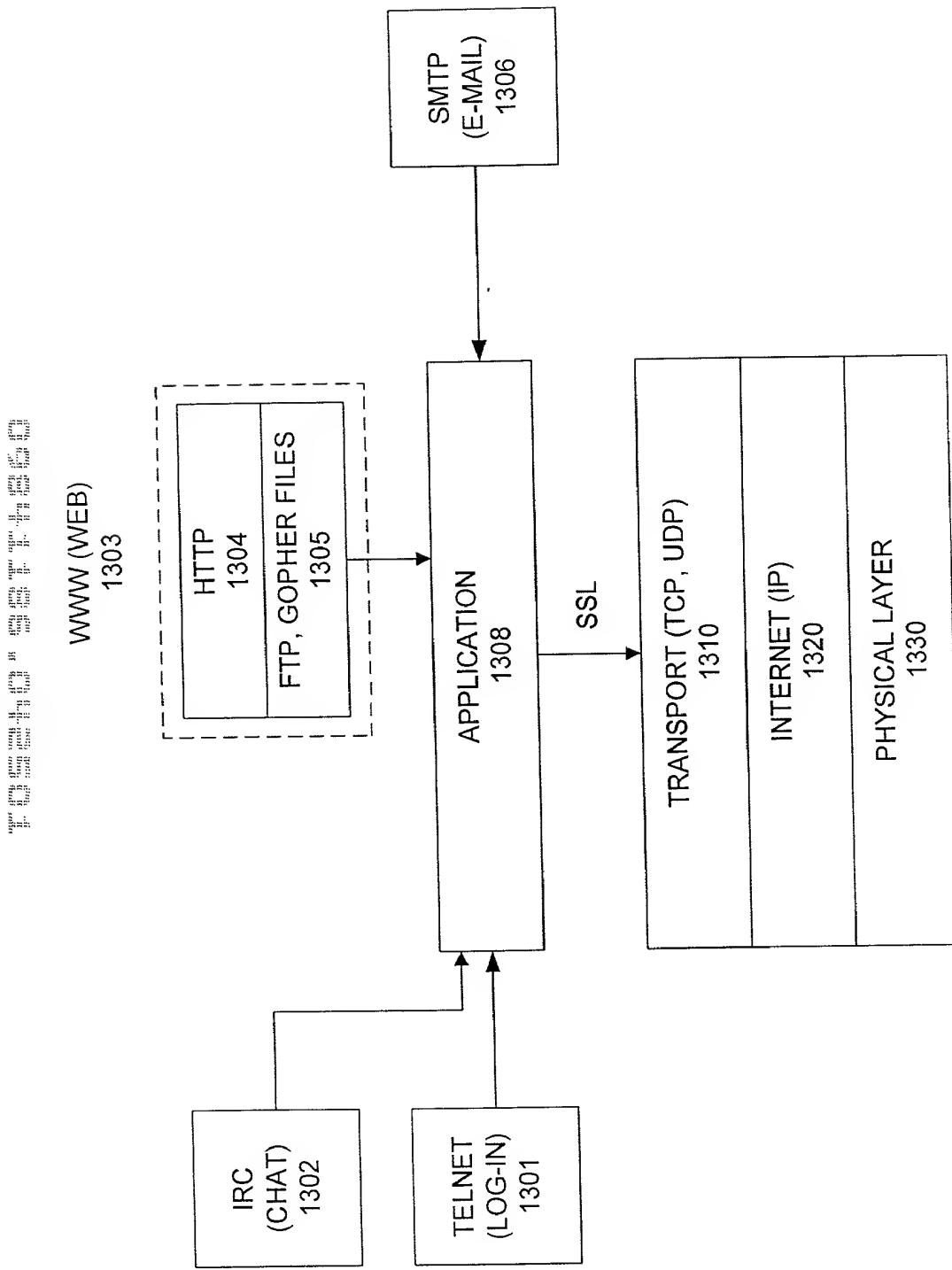
FIG. 12

FIG. 13

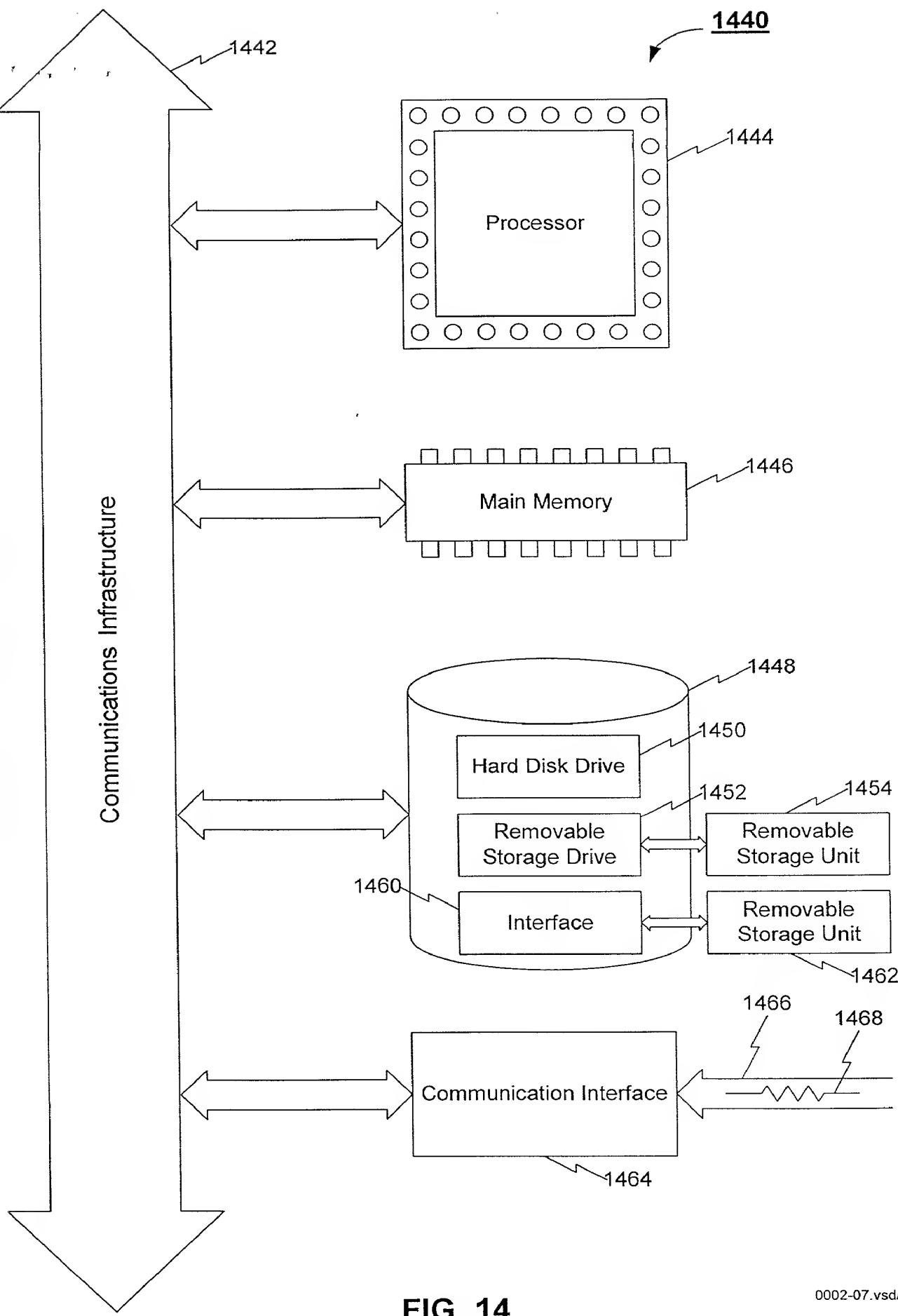


FIG. 14